

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 05374 231120Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----002060 231251Z /44

R 230820Z DEC 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 2610

UNCLAS STOCKHOLM 5374

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJ: ADS REQUEST: SPECTRUM SYSTEM DIVISION, WALTHAM, MA

1. THE POST CONTACTED SEVERAL AGENTS DEALING IN ELECTRO-OPTICAL,
ELECTRONIC, AND OPTICAL COMPONENTS. OF THESE THE FOLLOWING TWO
ARE STILL CONSIDERING THIS OFFER:

A. SAVEN AB
STRANDGATAN 3
S-185 00 VAXHOLM
ATTENTION: MR. PER-OVE STOPP, MANAGING DIRECTOR
MR. HENRIK MURRAY
TELEPHONE: 0764/315 80
TELEX: 113 09

THIS MEDIUM-SIZED AGENT/DISTRIBUTOR/IMPORTER ALREADY REPRESENTS
A LARGE NUMBER OF US MANUFACTURERS, AND HAS MARKETED OTHER VALTEC
PRODUCTS IN SWEDEN. THERE MAY, HOWEVER, BE A COMPETITIVE CONFLICT
WITH ANOTHER US SUPPLIER SAVEN REPRESENTS. MR. STOPP, PRESENTLY
ABROAD, WILL RESPOND WITH A DEFINITE DECISION AFTER JANUARY 9, 1978.
THE COMPANY HAS SHARE CAPITAL OF SKR 60 THOUSAND (STOPP HOLDS 50
PERCENT) AND ITS ANNUAL TURNOVER IS APPROX SKR 10 MILLION.
EMPLOYEES: 18. THE FIRM IS FINANCIALLY SOUND AND PAYMENTS
HAVE BEEN MET SATISFACTORY. RECOMMENDED TRADE CONTACT.

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PAGE 02 STOCKH 05374 231120Z

B. INSTRUMENT AB LAMBDA
BOX 27023
S-102 51 STOCKHOLM 27
ATTENTION: MR. HANS ZETTERMAN
TELEPHONE: 08/63 14 70
TELEX: 106 45

THIS COMPANY HAS SHARE CAPITAL OF SKR 50 THOUSAND. ITS MANAGING DIRECTOR MR. FRANS T. COHN IS ITS PRINCIPAL SHAREHOLDER. ANNUAL TURNOVER: APPROX SKR 5 MILLION. EMPLOYEES: 12. LOCAL CREDIT SOURCES INDUCATE THAT THE COMPANY IS FINANCIALLY SOUND AND HAS MET ITS BUSINESS OBLIGATIONS PROMPTLY. RECOMMENDED TRADE CONTACT. THE FIRM HAS BEEN LOOKING FOR THIS KIND OF PRODUCT FOR SOME TIME, BUT GOT AN OFFER FROM ANOTHER SUPPLIER ABOUT TWO WEEKS AGO, WHICH THEY ARE ALSO CONSIDERING.

APPROVING OFFICER: ECON:CA:TRUMME
PREPARED BY: ECON:CA:GLANDER

KENNEDY-MINOTT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 23-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: STOCKHOLM
Handling Restrictions: n/a
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SAS ID: 135880
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST: SPECTRUM SYSTEM DIVISION, WALTHAM, MA
TAGS: BEXP, SW
To: COM
Type: TE
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